# APPLICATION FOR CERTIFICATE TO BECOME A TELECOMMUNICATIONS CARRIER

## WORKING ASSETS FUNDING SERVICE, INC.

### ATTACHMENT E

**KEY MANAGEMENT PERSONNEL** 

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#### Laura Scher, Chief Executive Officer

Laura Scher, Chief Executive Officer and co-founder of the Company, was previously an associate consultant for the management-consulting firm Bain & Company. She holds a B.A. in economics from Yale University and an M.B.A. from Harvard Graduate School of Business, where she received a Baker Scholarship (awarded to the top 5% of the class). She has received the Young Entrepreneurs Organization's Top 100 Entrepreneurs Award.

#### Michael Hall Kieschnick, President

Michael Hall Kieschnick, President and a co-founder of Working Assets Funding Service, also co-founded the Working Assets Money Fund and Dimensional Corporate Finance. Mr. Kieschnick served as the Director of the Office of Economic Policy for the State of California under Governor Jerry Brown from 1980 to 1983, and as an economist for the Environmental Protection Agency. He holds a Ph.D. in public policy from Harvard University and both a B.A. (economics) and B.S. (biology) from Stanford University.

#### Lawrence Litvak, Chief Financial Officer

Lawrence Litvak, Chief Financial Officer, was previously the Senior Vice President and Portfolio Manager for the U.S. Trust Company of Boston where he managed \$3.2 billion in assets. He also worked as a lead consultant at Community Economics Inc., designing venture capital, business lending and mortgage initiatives. While there he authored the book, <u>Pension Funds and Economic Renewal</u>, a follow up to his previously published, <u>Innovations in Development Finance</u>. He holds an M.A in public policy from the Kennedy School of Management at Harvard University, and a B.A. in economics from Stanford University, and a master's degree. He is a Chartered Financial Analyst.

#### Stephen Gunn, Vice President of Telecommunications Operations

Stephen Gunn, Vice President of Telecommunications Operations, spent 12 years with MCI before joining the Company. At MCI he served in many capacities, including liaison with resellers, manager of rates and tariffs, and Pacific division manager of carrier sales and special markets. He holds a B.A. in economics from the University of Massachusetts at Amherst.

#### Tiana G. Wimmer, Vice President of Marketing

Tiana G. Wimmer, Vice President of Marketing, spent the majority of her professional career at American Express. During her 12 years at Amex, she managed a range of programs in both the U.S. and Europe, including credit card and insurance marketing, Internet marketing, and process reengineering. Immediately prior to joining Working Assets, Tiana served as the General Manager of Email Marketing at Yahoo! She holds a B.A. (English) from Yale University and an M.B.A. (Marketing) from Columbia University.

#### Christina C. Allen, Vice President of Online and Customer Relations

Christina C. Allen is Vice President of Online and Customer Relations and previously worked for Smith & Hawken where she was responsible for the mail-order division before coming to Working Assets in 1993. While at Working Assets she has had a variety of responsibilities. Among the positions she has held are Director of Business Customer Service and Sales and Director of Residential Customer Relations. Ms Wimmer is also Executive Producer of Working Assets Radio. She has a degree in fine art from the California College of Arts and Crafts in Oakland, California.